R J Reynolds
Tobacco Company

SALES MANAGEMENT INFORMATION

919-741-5000
Winston-Salem, N.C. 27102

SM-100-G

May 20, 1993

To: All Division Managers and Military Sales Managers

Subject: **Military Sales Manual Revisions - Promotional Programs**
Section B

Enclosed find revised pages for Section B (Rev. 5/93) of the "Military Sales Manual." The current Section B pages (Rev. 1/93) should be discarded. Retain the existing "Exchange Promotional Display Contract."

Please read this section carefully. Pack couponing has been authorized for our "Full Price," Doral, Magna and Sterling brands. Carton couponing, likewise, has been approved for our Monarch brands, in military accounts only.

Provide this information to all personnel with military accounts without delay. If you have no military in your division, add the new pages to your manual, and treat as information.

Point of contact: Ralph Gaillard, extension 2614.

R. J. REYNOLDS TOBACCO COMPANY

Attachment

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Source: https://www.industrydocuments.ucsf.edu/docs/pkdn0000